

Message Text

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ACTION EUR-12

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FM AMEMBASSY LUXEMBOURG
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INFO AMEMBASSY BONN
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AMEMBASSY LONDON
AMEMBASSY PARIS
AMEMBASSY ROME
AMEMBASSY THE HAGUE
USMISSION GENEVA

UNCLAS LUXEMBOURG 0192

BRUSSELS ALSO FOR USEEC

PARIS ALSO FOR USOECD

E.O. 11652: N/A
TAGS: EIND EINV IBRD LU
SUBJ: ARBED STEEL GROUP SEEKS TURN-KEY AND CONSULTING
BUSINESS

REF: 77 LUXEMBOURG 0886

1. A LUXEMBOURG DELEGATION OF ARBED EXECUTIVES, THE
DIRECTOR OF A CONSORTIUM OF LOCAL ENGINEERING CONSUL-
TANTS, AND A SENIOR FINANCE MINISTRY OFFICIAL
RECENTLY VISITED THE WORLD BANK FOR 3-DAYS OF DISCUSSIONS.
THE PURPOSE OF THE TRIP WAS (A) TO ACQUAINT THE WORLD
BANK WITH THEIR COMPETENCE IN FIELDS OF CONSTRUCTION,
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ENGINEERING AND OTHER TECHNICAL AREAS OUTSIDE THEIR
WELL-KNOWN ROLE AS STEEL PRODUCER; AND (B) TO INFORM
THEMSELVES REGARDING POSSIBLE BUSINESS OPPORTUNITIES
ON PROJECTS IN COUNTRIES WHERE THE WORLD BANK IS
INVOLVED. LUXEMBOURG PARTICIPANTS INCLUDED ARBED
DEPUTY DIRECTOR GENERAL CLAUDE PESCATORE AND FINANCIAL
DIRECTOR NORBERT VON KUNITZKI, LUXCONSULT MANAGER

M. SCHROEDER, AND GOL FINANCE MINISTRY COUNSELOR
RAYMOND KIRSCH.

2. ARBED IS SEEKING ADDITIONAL BUSINESS AVENUES OUTSIDE
ITS PRIMARY ACTIVITY OF PRODUCING STEEL, ALTHOUGH ES-
PECIALLY FOR ITS EQUIPMENT OR SERVICES USING STEEL.
THE GROUP OWNS MECHANICAL ENGINEERING AND STEEL CON-
STRUCTION COMPANIES SUCH AS MECANARBED AND PAUL
WURTH IN LUXEMBOURG; POHLIG-HECKEL-BLEICHERT VEREINIGTE
MASCHINENGABRIK AG.; HEIN, LEHMANN, AG.; HILGERS AG.
IN GERMANY; AND UBELL IN BELGIUM; AS WELL AS MANU-
FACTURERS OF WIRE AND ELECTRICAL EQUIPMENT, CEMENT AND
REFRACTORY PRODUCTS AND IRON AND COAL MINES.

3. MR. PESCATORE STATES THAT ARBED WOULD FIRST
ATTEMPT TO IDENTIFY PROJECT REQUIREMENTS AND THEN
ARBED'S AREAS OF INTEREST. TO THIS END, ARBED WILL
REMAIN IN CONTACT WITH THE WORLD BANK. POSSIBILITIES
WOULD INCLUDE BIDDING ON HOUSING/HOSPITAL/SCHOOL AND
BRIDGE/ROAD/TUNNEL CONSTRUCTION, SEWAGE AND WATER AND
ELECTRICITY SUPPLY ENGINEERING, AND RAILROAD MAIN
TENANCE. LOWENSTEIN

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